

Message Text

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ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 L-02 SAJ-01 CIAE-00 INR-05

NSAE-00 RSC-01 XMB-02 TRSE-00 /031 W

----- 023438

R 240917Z DEC 74

FM AMEMBASSY MOSCOW

TO SECSTATE WASHDC 5646

INFO USDOC WASHDC

LIMITED OFFICIAL USE MOSCOW 18949

E.O. 11652: N/A

TAGS: ETRD UR US

SUBJECT: GOULD NEARS DOLS 47 MILLION DEAL WITH SOVIETS

USDOC FOR BEWT/TDAD AND BEWT/USSR

REF: MOSCOW 15857

1. AFTER SIX YEARS OF NEGOTIATION WITH V/O STANKOIMPORT CLEVELAND'S GOULD INC. IS CLOSE TO FINALIZING TERMS FOR SALE OF DOLS 46.91 MILLION WORTH OF MACHINERY AND TECHNOLOGY FOR PRODUCTION OF DIESEL ENGINE HALF-BEARINGS AT NEW PLANT LOCATED IN DMITROVGOROD (MELEKES). ON DEC 23 COMMATT AND COMMOFF PRESENTED STANKOIMPORT WITH GOULD'S PROPOSED PROTOCOL, WHICH CONFIRMS AGREEMENT ON PRINCIPAL TERMS FOR INCLUSION IN FORMAL CONTRACT TO BE SIGNED BEFORE APRIL 1975. ALL SIGNS POINT TO SOVIET ACCEPTANCE.

2. PROTOCOL PROVIDES FOR SALE OF TWO-STRIP CASTING ITEMS FOR PRODUCTION OF STEEL-BRONZE STRIP AND EQUIPMENT FOR MECHANICAL PROCESSING AND ELECTROPLATING OF 60 MILLION HALF-BEARINGS PER YEAR. ALL EQUIPMENT IS TO BE DELIVERED WITHIN 30. MONTHS OF CONTRACT DATE WITH PAYMENT AS FOLLOWS: DOLS 6 MILLION DOWN, DOLS 38,565 MILLION ON DELIVERY AND REMAINDER UPON EXPIRATION OF 12- MONTH GUARANTEE PERIOD. STANKOIMPORT'S POGOSYAN (DIRECTOR, OFFICE 7) INFORMALLY INQUIRED ABOUT AVAILABILITY OF NEW EX-IM LIMITED OFFICIAL USE

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CREDITS FOR THIS PURCHASE; COMMATT REPLIED THIS DEPENDED IN

LARGE MEASURE ON SOVIETS' OWN PRIORITIES.

3. PROSPECTIVE DEAL WILL BE LARGEST STANKOIMPORT HAS
SIGNED WITH US COMPANY. SUCCESSFUL OUTCOME WILL BE TRIBUTE
TO GOULD'S PERSISTENCE, FOR FIRMS' NEGOTIATORS HUNG TOUGH
DURING SIX-YEAR NEGOTIATIONS DESPITE UK AND GERMAN COMPETITION.
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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: ENGINES, NEGOTIATIONS, BEARINGS
Control Number: n/a
Copy: SINGLE
Draft Date: 24 DEC 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: ShawDG
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974MOSCOW18949
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D740374-0025
From: MOSCOW
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19741212/aaaaakdj.tel
Line Count: 68
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EUR
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators:
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 74 MOSCOW 15857
Review Action: RELEASED, APPROVED
Review Authority: ShawDG
Review Comment: n/a
Review Content Flags:
Review Date: 11 JUN 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <11 JUN 2002 by kelleyw0>; APPROVED <25 MAR 2003 by ShawDG>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: GOULD NEARS DOLS 47 MILLION DEAL WITH SOVIETS USDOC FOR BEWT/TDAD AND BEWT/USSR
TAGS: ETRD, UR, US, GOULD CORPORATION
To: STATE
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005